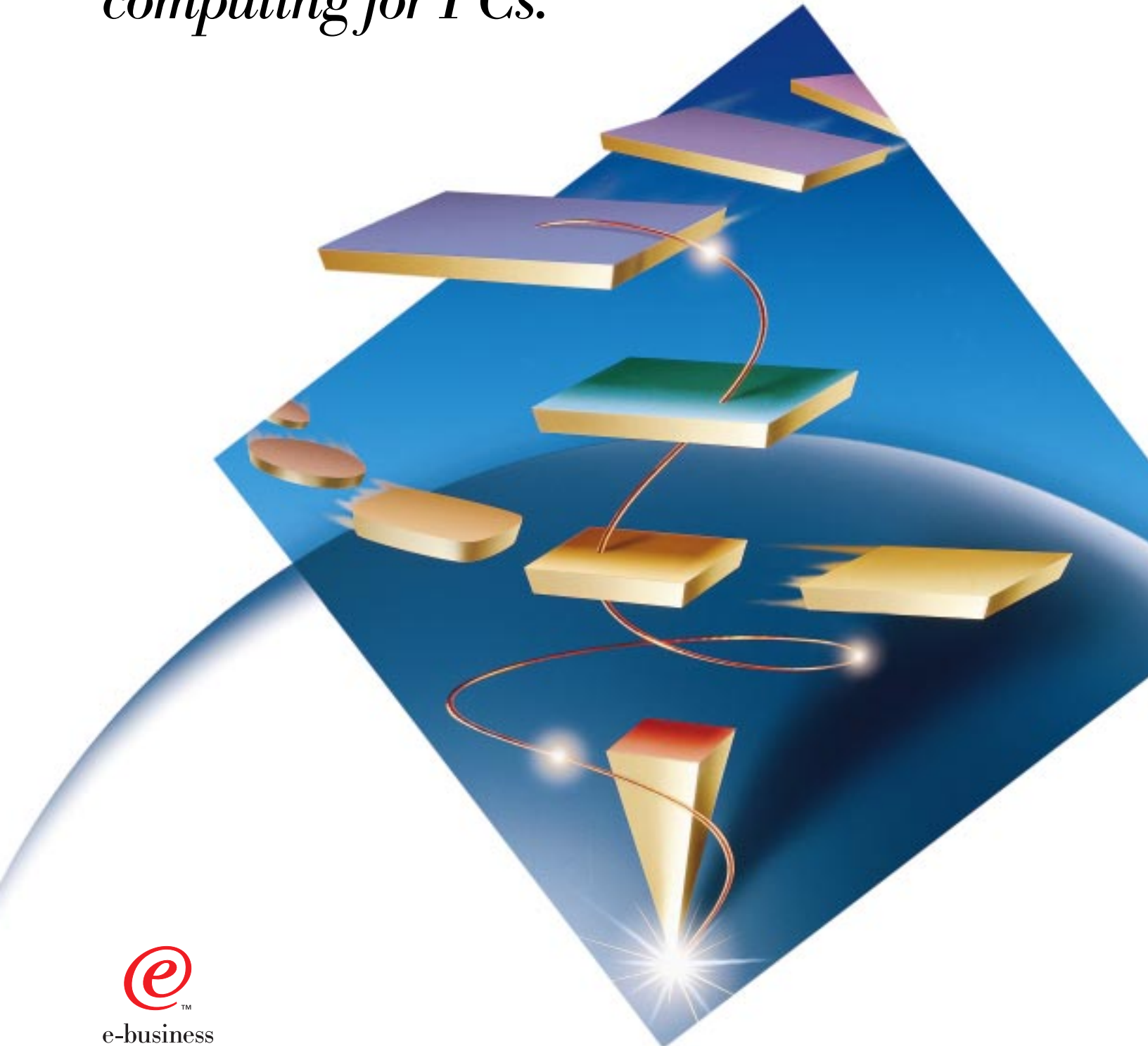WorkSpace On-Demand
for executives

IBM

The ultimate in network computing for PCs.

e-business

To every CIO who has embraced the concept of network computing, do we have good news for you! WorkSpace On-Demand®, the first network computing operating system for PCs, offers you the ultimate blend of network and PC computing. Once you get a taste of the dramatic cost savings that can result, you'll never want to go back.

Cost savings worth noticing

The impact that WorkSpace On-Demand can have on the computing universe is profound. In fact, WorkSpace On-Demand is an ideal solution for up to 70 percent of the entire enterprise computing population. To these users, the transformation to network computing will appear transparent. To you, the positive effect on the cost of owning and supporting a network could be dramatic.

A Gartner Group study* indicates personal computers cost about $9,000 to $13,000 per user per year, yet hardware and software programs account for only 14% of that figure. The majority of the sum goes toward the cost of administration, support and user operations, all of which WorkSpace On-Demand can help

you control. In fact, Gartner Group estimates that network computing can reduce the annual total cost of ownership up to 39%. Without question, reducing costs is the driving force behind the network computing initiative. WorkSpace On-Demand helps you cash in today.

The savings come naturally

The opportunities. The rewards. The savings. They all come naturally with WorkSpace On-Demand. Here's why:
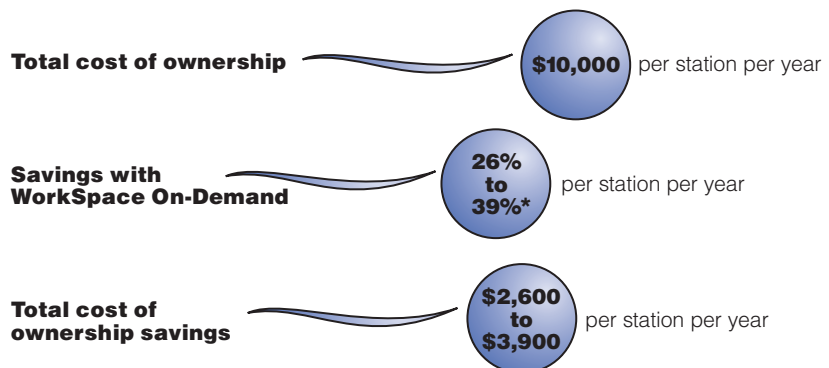
Faster software updates

For a network with a few thousand clients, it may take anywhere from six months to a year to upgrade software throughout the network. WorkSpace

On-Demand lets network managers make software upgrades for many users all at once − right from the server − for a single point of control. Do the math for your company. With WorkSpace On-Demand, it could be money in the bank.

Improved productivity for everyone

Users no longer have to wait so long to benefit from new and improved applications. Once your network staff updates the servers, users get access to their new applications immediately. Users can also access their business applications from any PC connected to their server. And, because you also have an operating environment that embraces 100% pure Java™ simultaneously with OS/2® and

Total cost of ownership	$10,000	per station per year
Savings with WorkSpace On-Demand	26% to 39%*	per station per year
Total cost of ownership savings	$2,600 to $3,900	per station per year

Cost of ownership savings.

Windows®, your company can begin the transition to Internet-based collaboration and transaction processing that network computing makes possible. Your network managers can spend their time more efficiently, too, transforming their job descriptions from fire fighters to masters of proactive network planning.

Longer hardware life

WorkSpace On-Demand runs on the equipment you already own, which extends the life of your personal computers and reduces hardware turnover. This point alone could save thousands per desktop per year. Potential cost savings such as these and improved productivity are just some of the reasons why WorkSpace On-Demand promises to be the toast of the business world.

WorkSpace On-Demand made crystal clear

WorkSpace On-Demand is software that gives your server the capability to download applications to your users' machines on demand. It contains the server utilities that allow you to efficiently configure and manage your network clients. WorkSpace On-Demand works with OS/2® Warp Server and your existing network. And, it is Year 2000 ready.[*]

A refreshing new perspective

WorkSpace On-Demand is really much more than its physical parts. WorkSpace On-Demand, in fact, transforms the way we view two fundamental computing principles:

The first – let the server do the serving. Let WorkSpace On-Demand provide the operating system, applications and configuration on the server instead of on the client's hard drive.

The second – shatter the myth that clients have to be tied to their machines. Typical perceptions of the client hardware and end user are that they are inseparable. WorkSpace On-Demand has the extraor-

dinary capability to turn the computer user into a roaming client device. Users can log on to any machine and have access to the desktop and applications as specified in their profile. Their "workspace" thus becomes any place that has a connection to the network.

It's remarkable that architecture resulting from a simple change of perspective can yield such significant benefits without detracting from what existed before. We're facing a future that is driven by a networked economy. Corporations began networking to achieve some basic business goals: to disseminate information, cut costs and get to market faster. Reaping these rewards demands a computing infrastructure that can handle the power of e-business and also cut the unacceptably high expense of owning and managing networks.

IBM eNetwork Software

Server managed client solution	Centrally manages and deploys applications and devices; comprises eNetwork On-Demand Server, WorkSpace On-Demand and Network Station™ Manager
Host integration solution	Provides secure access to mission-critical business systems for all users, regardless of platform or network environment; comprises eNetwork Communications Server, eNetwork Personal Communications and eNetwork Host On-Demand
Mobile solution	Expands the enterprise information network to mobile workers; includes eNetwork Mobile Equalizer, eNetwork Wireless Gateway, eNetwork Web Express and eNetwork Emulator Express
Security solution	Secures networks, systems and applications by providing authorization, accountability and availability; includes eNetwork Firewall, IBM Global Sign-On™, IBM DCE, eNetwork LDAP Directory Server and IBM Keyworks

eNetwork Software benefits

eNetwork™ Software is a complete and single network infrastructure. WorkSpace On-Demand is part of the server managed client solution that focuses on central management and deployment of applications and devices.

For more information

For more information about WorkSpace On-Demand and how to implement it in your environment, visit our Web site at *www.software.ibm.com/enetwork/ workspace.*

IBM®

For Position Only

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